

Message Text

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PAGE 01 ROME 08509 131559Z

41

ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 PM-03 DODE-00 COME-00 SS-15 SP-02

INR-07 NSC-05 CIAE-00 /055 W
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R 131429Z JUN 75

FM AMEMBASSY ROME

TO SECSTATE WASHDC 1556

INFO AMEMBASSY MUSCAT

S E C R E T ROME 8509

E.O. 11652: GDS

TAGS: MASS, MU, IT

SUBJECT: HELICOPTER MODIFICATION KITS

REFS: A) MUSCAT 646; B) STATE 134395

DEPT FOR NEA/ARP

1. EMBOFF CALLED IN DIRECTOR AGUSTA'S ROME OFFICE ON 12 JUNE TO DISCUSS PARA 2, REF B. HE TOOK NOTES AND PROMISED TO GET BACK IN TOUCH ASAP. ON 13 JUNE HE PHONED EMBOFF TO INFORM THAT GUSTA MARKETING

SECTION IN MILAN KNEW NOTHING REPEAT NOTHING ABOUT ENTIRE KIT PROBLEM, AND THAT MR. TOLFA IS BELL'S REPRESENTATIVE IN MILAN AND IS NOT DIRECT EMPLOYEE OF AGUSTA. MARKETING DIRECTOR IS CONTACTING TOLFA TO IRON OUT, ON AN URGENT BASIS, ANY PROBLEMS OR MISUNDERSTANDINGS THAT MAY EXIST. AGUSTA'S ROME REP WILL GIVE EMBASSY STATUS REPORT ON MONDAY, JUNE 16.

2. ACCORDING TO AGUSTA REP, THIS WOULD NOT BE THE FIRST TIME THAT MISUNDERSTANDINGS HAD ARISEN OVER DEALINGS IN OMAN. HE ASKED WHETHER BRITISH ADVISORS WERE IN ANY WAY INVOLVED IN CURRENT COMPALINTS. HE SAID THAT IN PAST, THE BRITS IN SAF RAISED NUMEROUS "FALSE CHARGES" REGARDING AGUSTA'S PRODUCTS AND SERVICE. HE CLAIMED ALL CHARGES HAD BEEN EASILY REFUTED BUT THAT THEY WERE A NUISANCE AND WERE APPARENTLY A CONTINUING IMPEDIMENT TO CONDUCT OF BUSINESS IN OMAN. HE COULD NOT

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EXPLAIN MOTIVE BEHIND BRITISH BEHAVIOUS OTHER THAN POSSIBLE ANTI-

LATIN BIAS AND INCREDULITY THAT AN ITALIAN FORM COULD ACTUALLY
CONSTRUCT A HELICOPTER. EMBASSY WOULD BE INTERESTED IN EMBASSY
MUSCAT'S VIEWS ON THIS ASPECT OF PROBLEM. VOLPE

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NNN

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